

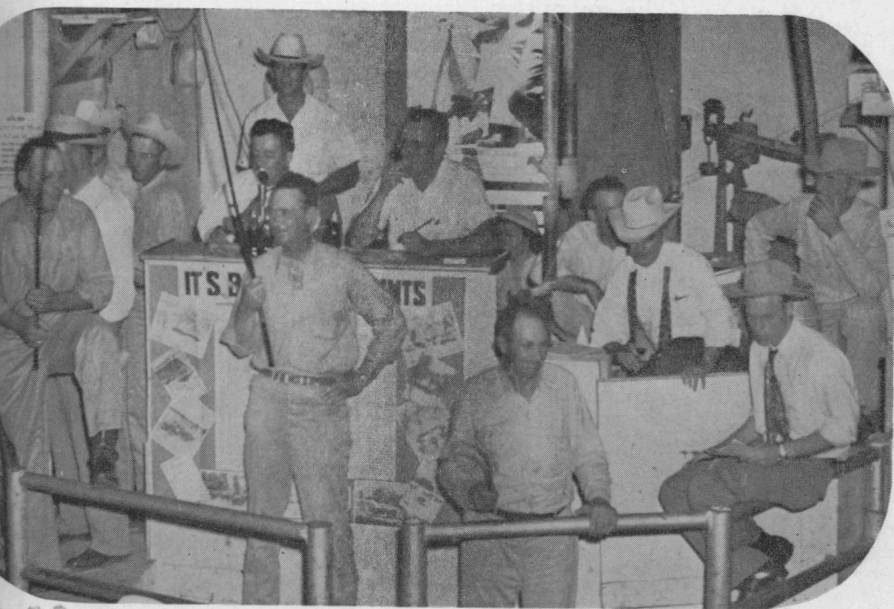
TEXAS AGRICULTURAL EXPERIMENT STATION

R. D. LEWIS, Director, College Station, Texas

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# Livestock Auctions in Texas



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G. McNEELY, CHARLES B. BROTHERTON AND TRAVIS M. McKENZIE



The TEXAS AGRICULTURAL AND MECHANICAL COLLEGE SYSTEM

GIBB GILCHRIST, Chancellor

## *Preface*

This bulletin is a portion of the Texas phase of a study being conducted by the Western Livestock Marketing Research Technical Committee.

The committee includes agricultural economics staff members of the agricultural experiment stations of Arizona, California, Colorado, Idaho, Montana, New Mexico, Nevada, Oregon, Texas, Utah, Washington and Wyoming, and the Bureau of Agricultural Economics of the U. S. Department of Agriculture.

Research is being conducted in 12 Western States on 2 phases of livestock marketing. One is an analysis of livestock auctions; the other is an analysis of methods and practices followed in the marketing of cattle.

The research on which this report is based was partly made possible by funds provided under the Research and Marketing Act of 1946.

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### *The Front-Cover Picture*

The selling crew in action at the San Angelo auction.



# *Digest*

A major change in livestock marketing in recent years has been toward decentralization. Outstanding developments include an increase in the number of local packing plants and the introduction of locker plants. Local packers and locker plants obtain most of their livestock supplies through nearby livestock auctions. Large lots of uniform cattle and sheep still are consigned to the larger central markets but many small lots of mixed and stocker livestock needed by farmers are sold through the local market.

This bulletin describes the local auctions in Texas with emphasis on facilities, consignments, purchases, method of sale, transportation services and other important factors. The auctions are described by areas to permit comparisons of regional characteristics. The data summarized in the study pertain to 37 auctions selected in 4 major geographical areas. The physical data are supplemented by records of 35,000 sales transactions made at these auctions in 1948.

This study of livestock auctions is mainly descriptive. No attention is given to relative efficiencies among individual auctions or of auctions on the one hand and alternative market outlets on the other. No attempt is made to describe the ideal auction and deviations from this ideal by the auctions studied.

This is an introductory step in what is hoped to be a continuing study of the various types of market outlets available to Texas livestock producers.

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# *Livestock Auctions in Texas*

JOHN G. McNEELY, CHARLES B. BROTHERTON and  
TRAVIS M. McKENZIE\*

TEXAS IS A LEADING state in the number of livestock auctions and in the numbers of cattle, sheep and hogs marketed by this method. A few Texas auctions were established before 1930, but the greatest growth has occurred during the past 15 years.

Several factors have contributed to the growth of auctions. Farmers and ranchmen like the ease and convenience of selling and buying through auctions. A few head of livestock can be transported by trailer or pickup truck to the nearest auction. The trip can be made on the morning of the sale, and if the consignor prefers to do so, he may wait to see his animals sold and collect his check before returning home. If he is interested in buying a few head of livestock, it usually is easy to get them at an auction.

Farmers like the social and educational aspects of the auction. It provides an opportunity to meet friends and to discuss the merits of the animals sold in relation to the prices paid. The large number of spectators at most auctions is an indication of the drawing power of the auction for the people of the community.

This study of livestock auctions in Texas is part of a broader study covering 11 Western States. The regional study was planned by the Western Regional Livestock Marketing Technical Committee in the fall of 1948. The work was performed independently in each state utilizing schedules and procedures developed by the technical committee.

This study was conducted in Texas on the basis of 1948 auction operations. The State was divided into 4 general geographic areas and the auctions in each area were arrayed by volume of sales. Enough auctions were selected from each of these four areas to meet statistical standards established by the technical committee. For example, nine sample auctions were selected in

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an area having 35 to 39 auctions while 10 sample auctions were selected in an area having 40 to 49 auctions. If 10 auctions were needed in an area containing 40 to 49 auctions, every fourth auction in the array was taken. Selection among the first four was determined by chance, and subsequent selections were at equal intervals in the array. For example, auctions 2, 6 or 10 might be taken, or auctions 1, 5 and 9, depending on the initial selection. Alternates were the auction next largest in size if the starting point was auction 1 or 2, and the auction next smallest in size if the starting point was auction 3 or 4.

Field schedules were taken for each of the sample auctions, or at alternate auctions if necessary. Arrangements were made at each auction to obtain additional data covering individual sales transactions. If the auction had 500 or less transactions in 1948, all transactions were enumerated. If there were 1,000 to 5,000 transactions, a sample of 500 was taken. The sample was increased to include a maximum of 1,200 for 80,000 or more transactions.

Clerks at each auction summarized pertinent data for all transactions included in the sample. This clerical work was completed satisfactorily at all auctions but one where a series of circumstances prevented its completion. As a result, data on transactions are available for 36 auctions while all other data cover 37 auctions.

## NUMBER AND LOCATION OF LIVESTOCK AUCTIONS

On October 20, 1950, the Livestock Sanitary Commission of Texas listed 168 livestock auctions as operating in Texas. The Appendix is a directory of these auctions, and their locations are shown in Figure 1. It is noteworthy that the 37 auctions included in this study are widely scattered over the State.

Livestock auctions in each part of Texas are affected by the physical characteristics of the area and the consequent farming pattern. Each area contains a variety of conditions but certain agricultural patterns predominate.

Area I lies roughly west of Tarrant County. It includes Midland County and most of the territory north of that county. The Panhandle falls in this area. This area contains many large ranches as well as a large number of irrigated and dry land farms. Auction volume is concentrated mostly in the larger cities such as Amarillo, Lubbock and Abilene, but a number of auctions at country points are also established in this area. Because of the distance to the major central markets, livestock producers commonly send large numbers of feeder cattle through the larger auctions. These cattle have attracted many out-of-state buyers and have established the auctions as important market outlets.

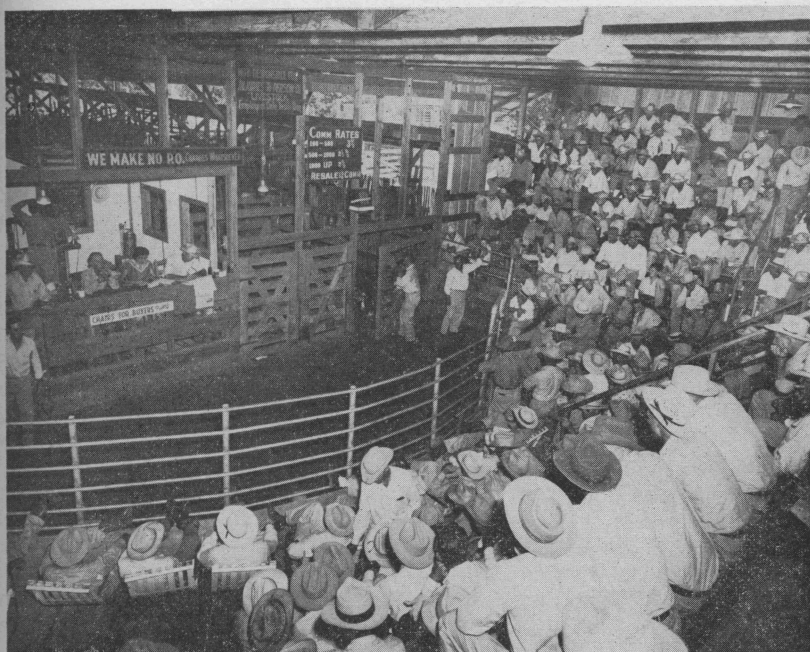


Figure 1. Seating capacity is usually fully utilized at the Mason auction.

Area II has no well defined physical or climatic characteristics which would cause its auctions to be different from those of the other areas in the State. This is attributable to the fact that Area II is relatively long and narrow and contiguous at some parts of its boundary to each of the other three areas. At its northern portion, its auctions operate much like those of Area III, while at the southern portion its auctions operate much like those of Area IV. It has one large auction which is comparable with the larger auctions of Area I. The statistics for this area, therefore, represent a mixture of conditions.

Area III is characterized by small farms with mostly small livestock enterprises, except in the southernmost part along the Gulf Coast. The auctions are relatively abundant and well patronized by the farmers. Most of the auction volume is supplied by cattle. The quality of cattle is somewhat lower on the average than in Area I because of a considerable quantity of mixed dairy breeds, and in the southern part of the area, of Brahman crosses. These mixed cattle are not well suited for feeder operations but are acceptable for stocker and slaughter purposes.

Auctions in Area III are smaller on the average than in the other areas. Some auctions operate exclusively on a per-head basis and do not have scales on the premises. No auctions were included in this study where sales were entirely by the head.



The ownership turnover of auctions seems to be greatest in this area and some difficulty was experienced in finding auctions in 1949 under the same ownership as in 1948.

Area IV includes the southwestern portion of Texas. Auctions in this area are concentrated in the eastern half with no auctions further west than San Angelo and Uvalde. The major sheep producing region of the State is included in this area. Area IV is primarily large-scale ranching country. There are few large towns and the auctions are many miles apart. Under these circumstances, the auctions are larger and livestock is brought to the auctions from considerable distances. The quality of the cattle offered on the average is probably higher than in Area III, but lower than in Area I. Annually large numbers of cattle and sheep are purchased in this area for feeding operations elsewhere. Supplies of slaughter animals also come from the area.

## CHARACTERISTICS OF TEXAS LIVESTOCK AUCTIONS

Livestock auctions in various sections of the United States have striking similarities, as well as sharp differences, in their operations. Auctions within a state such as Texas have comparable similarities and differences brought about by physical and economic factors. Data obtained from auctions in these 4 major areas indicate the existence of specific characteristics.

### Date of Organization

Nineteen of the 37 auctions studied were organized before 1940, including 2 before 1935. Only five were established during the 1940-44 period and 11 since that time. The same economic circumstances were not associated with the rapid growth of auctions during the 1935-39 period as during the 1945-48 period. The former period was one of depression for agriculture while the latter period included some of the most prosperous years in the history of Texas agriculture. Expansion of auctions during the more recent period is usually attributed to the current high prices for cattle, the increase in numbers of cattle and the relatively large marketing margins involved. Expansion during the earlier period can be attributed to the search for a more economical and more convenient method of livestock marketing.

### Stability of Operation

Auctions in Texas have been characterized by a high rate of turnover in ownership. Twenty-eight of the 37 auctions had been operated by the present owner 3 years or less although only 11 had been established during the past 4 years. Five of the auctions had been operated by their present owner for 10 or more years. Each auction owner was asked if he had operated the auction continuously since its establishment. There were 12 examples of continuous operation.



Several factors have contributed to the high rate of turnover in auction ownership. Relatively high volume attained by some auctions during recent years has attracted lucrative offers from people having funds they wanted to invest. Farmers, ranchmen, cattle buyers and others engaged in some phase of the cattle business have looked on the auctions as a valuable adjunct to their other business ventures and have sought out auctions for purchase.

To avoid managerial as well as other difficulties, many of the Texas auctions are operated by partnerships with one partner providing the management. Partnerships and individuals do not operate more than one auction in most cases, although there were four auction chains in the 37 auctions studied.

### Capacity of Auctions

Auctions vary widely in the dimensions of their pen and barn layouts. Volume of receipts is variable and pens and auction barns are usually constructed with a capacity to fit the estimated maximum volume.



Figure 2. Lounge facilities for wives of buyers and sellers are a feature of the Amarillo auction.

Only 4 auctions have less than 20,000 square feet of space. Under the Packers and Stockyards Act of 1921, a public market where livestock are held for sale or shipment comes under the supervision of the Secretary of Agriculture if it has in excess of 20,000 square feet exclusive of pens, alleys and passageways. Most of the auctions would qualify for this supervision on a size basis but very few are now under federal control. Five auctions had 95,000 square feet or more while the other 28 ranged from 20,000 to 95,000 square feet.

Auction facilities are strikingly similar in their general layout. Long rows of pens separated by alleys take up the bulk of the space. The pens and alleys are planned to permit the flow of livestock into the sellers' pens before and during the sale as well as the movement of stock from the pens to the ring, back to buyers' pens and out to purchasers' trucks and trailers. With larger volume, more sellers' and buyers' pens are needed and better planning is required to permit free movement of the stock through the alleys to and from the sales ring. Two of the auctions surveyed had less than 20 pens while 8 had 120 or more pens. Most auctions had from 40 to 100 pens.

Auction pens in Texas are usually open because of the relatively mild weather, although a few auctions have all the pens under one roof. Others cover a section of their pens, leaving most of the pens open. Several auctions cover their hog pens because of the hazard of over-heating during summer sales but leave the other pens open. Of the 37 auctions, 20 had less than 20 pens covered and an additional 9 had less than 40 covered. Drainage is frequently a problem in the pens and exposure to sunlight is an advantage in promoting rapid drying and improved sanitation.

### **Seating Capacity of the Sales Pavilion**

Auctions vary widely in seating capacity and the quality of construction. The general arrangement is similar, with a U-shaped seating area enclosing a small U or crescent-shaped ring. The ring customarily borders a raised platform for the auctioneer, two or more clerks and possibly the weigher and others of the administrative staff.

Seating capacity of the 37 auctions ranges from about 100 to 1,000. Over half of these auctions can seat from 200 to 400 people. Usually a small number of more comfortable seats surround the ring. These seats are sometimes reserved for the major buyers. Seats at the higher levels are available for sellers, spectators and smaller buyers. It is usually possible to reach the seats from two side entrances and a middle entrance. As the turnover of spectators and consignors is high, easy access to the seating area is necessary. Some of the seating capacity is often unused because the spectators partially block the entrances.



Figure 3. Cattle are usually sold one at a time in the El Campo and many other Texas auctions.

Auction rings in Texas are small because of the prevailing practice of selling beef cattle singly, except for cow and calf pairs. Some of the larger auctions, however, have sufficient ring space to sell lots consisting of several animals. More than half of the auctions had from 300 to 500 square feet of ring space. The usual practice is to have doors or gates at each end of the ring so that the animals can come in through one door and leave through the other door. This arrangement does not require much space and seems to be satisfactory under Texas conditions. It facilitates rapid movement of the livestock and the auctioneers usually take very little time on each animal.

### Replacement Value of Auctions

The auctions surveyed cover a wide range in age, condition and quality of construction. One new auction has an air-conditioned sales area, contains a fine restaurant, has a well furnished lobby, cushioned chairs, and obviously cost a great deal to construct. Other auction facilities provide only a minimum of comfort and convenience, but have the necessary essentials for continued operation.

Auctions in areas producing large numbers of Brahman cattle generally use heavier materials for pens and ring than do those in areas producing the other breeds. This may involve the use of 2-by-6-inch boards rather than the usual 1-by-6-inch,

additional height on pens and ring, and extra reinforcing, particularly on bull pens.

Restaurants at auctions represent a wide range in costs. Facilities range from a soft drink box to completely air-conditioned restaurants open throughout the week. Office space varies in size and in completeness of equipment. Concrete pens, heavy-duty scales, loud speaker systems and many other items increase costs at some auctions. The result is a wide range in replacement values. Thirteen of the 37 auctions had replacement values under \$20,000 and six over \$40,000. Since nearly all the auctions operate only one day per week and have no other use for their facilities, it is apparent that a substantial volume is essential to meet overhead expenses.

### **Condition of Auction Facilities**

The auctions included in the survey covered a wide range in the general condition of facilities. Three auctions could be classed as superior in this respect. Most auctions had good facilities for performing some services but were deficient in other facilities. All auctions had wooden pens except one that used barbed wire and one that used woven wire. Most pens had dirt floors, although one auction had all concrete floors while several auctions had some concrete pens. Concrete floors were more common for hog pens than for cattle and sheep pens.

No standards were used for evaluating auction sanitation. Available insecticides give fair control of flies. Both the insect population and general cleanliness are associated closely with drainage and the frequency of spraying and cleaning. Any auction will get filthy unless a positive program of sanitation is followed. Health authorities ordinarily exercise little supervision over sanitation except for auctions within city limits. Most auction operators maintain fair conditions, although there is always room for improvement, particularly in the condition of pens. Most sales rings are kept clean.

### **Sale Days**

Auction sales are held on every day of the week except Sunday with no particular concentration on any one day. Auction operators usually select a different day from those used by other nearby auctions. This permits buyers to attend several auctions during the week while conflicting sale days would necessarily split the buyers among the auctions. Only five auctions of the 37 operated more than one day each week. Overhead cost is high per day of operation and large volume at a local point is more likely to increase the number of auctions than to increase the number of sale days per week.

Most auctions do not start sales until about noon. This permits producers to bring their livestock in on the day of the sale. Usually volume is not too great to prevent ending the



sale by late afternoon although some auctions at some seasons of the year operate far into the night.

### Loading and Unloading Docks

All but one auction had more than one dock for loading and unloading livestock from trucks. Eleven auctions had more than 3 unloading docks and about two-thirds of all auctions had 2 or 3 docks. Ease of unloading is not determined as much by the number of docks as by the efficiency with which animals are moved to and from docks and pens. Several alleys operating from a single dock can separate cattle speedily and permit rapid loading or unloading at the docks.

At most auctions, the docks are placed adjacent to the parking area. Unless parking is supervised, free movement of trucks to the docks is hindered. Ideally, the movement of trucks to the docks and to the highway should be separated from the parking area.

### TOTAL ATTENDANCE AT AUCTIONS

It is difficult to determine the number of people in attendance at any auction. Seating capacity is usually known but at any time a large proportion of the people in attendance are not seated. Some stand inside the auction barn and others are usually scattered around pens, incoming and outgoing trucks,

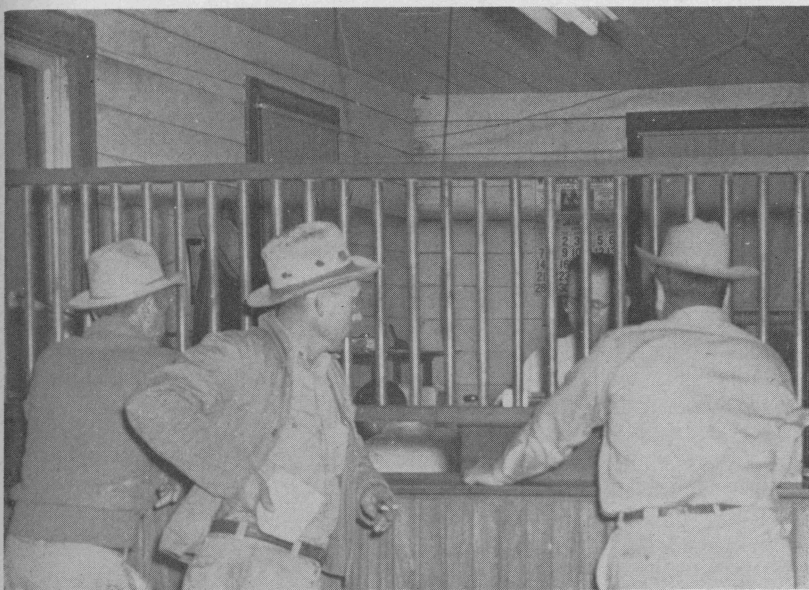


Figure 4. Seven million dollars passed through this window to sellers at Sealy in one year. Courtesy of the Sealy News.

and the entrances to the barn. People come and go throughout the period of the auction and, since no charge is made for admission, there is no way to check the number of persons in attendance. All but 10 auction operators estimated average attendance at 300 or more persons. In view of the small average size of consignments and consequent large numbers of sellers and the large number of spectators, it is likely that these figures are conservative.

### **Buyers at Auctions**

More important to auctions than attendance is the number of buyers. A small number of buyers tends to result in lower prices and lower prices bring reduced consignments of livestock. Many auction operators expend more effort to attract buyers than to attract volume of livestock.

Most auctions had an average of from 20 to 80 buyers in 1948. No tabulations were made on the number of livestock purchased by each buyer. Thus, no evaluation could be made of effective competition among buyers. Some buyers are in the market for just 1 or 2 head of cattle for slaughter or for stocker purposes. This demand is specialized and is effective to a limited extent. At the other extreme are speculators who will buy any class of livestock and in any amount if the price is favorable. An adequate number of all types of buyers is required to keep prices in their proper relationship.

### **Packer Buyers**

Packer buyers are present at most auctions to bid on available fat cattle. These buyers include full-time employees of the packing companies as well as order buyers working on a commission basis. A major packer located at a meat packing center can not afford to have buyers at every auction in Texas. The volume of slaughter cattle must be quite large to attract packer buyers unless the packing company and auction are located in the same city.

Even the larger auctions do not attract a large number of packer buyers. More than half the auctions had an average of 5 or less packer buyers. At some seasons of the year, fat cattle are scarce at Texas auctions, while at other seasons, grass fat cattle are rather plentiful. There are always some two-way cattle present, suitable both for stocker or feeder purposes, and for slaughter. The purchase of slaughter cattle is correlated with wholesale meat prices while factors such as range conditions and feed prices have an effect on the demand for stocker and feeder cattle. Packer buyers take the fat cattle and buy the other classes only when the price is attractive.

It is likely that a minimum volume of purchases is required to compensate for the expenses of packer buyers at auctions.





Figure 5. Catwalks provide a view of livestock without interfering with yard operations at San Angelo. Courtesy of the West Texas Livestock Weekly.

Auctions having less than this volume must depend on order buyers to maintain their market demand for slaughter classes of cattle.

### **Farmer Buyers**

All auctions have farmer patrons who buy primarily stocker cattle. About two-thirds of the auctions average less than 30 buyers of this type and 13 auctions averaged less than 20 farmer buyers. Farmers buy most actively during the seasons when they have a surplus of feed or need to increase their breeding stock.

Most of the spectators at auctions are farmers. Many of them are potential buyers if suitable livestock are offered for sale. Farmers can use such a wide variety of cattle, as compared with the more specialized needs of feeders, that they may bid on almost any class of livestock. While their individual purchases are small, they form an important source of buying volume.

### **Livestock Dealers**

The major speculative group at auctions are the livestock dealers. While the packer buyers buy only livestock for slaughter and the farmers buy little except stocker or feeder livestock, the livestock dealers buy anything that can be sold at a profit. They are usually well informed on market conditions and buy on one market for resale on another.

At some auctions, dealers are permitted to buy livestock from consignors outside the ring for resale through the ring. Dealers often buy animals by the head for resale by the pound, or vice versa. Active bidding among the dealers promotes an active market. Dealers who bid only on bargains do little to strengthen the market.

Seven of the auctions had less than 10 dealers present on the average, while 9 auctions averaged 25 or more. The most common number was from 10 to 14 dealers. Individuals vary so widely in the size of their purchases that numbers mean little as an indication of dealer importance. It is an established fact, however, that regardless of numbers, dealers are an important influence at all livestock auctions.

### AUCTION CHARGES

Each auction operator has developed his own schedule of charges. In establishing these charges, the operators necessarily compromised between charges high enough to bring maximum returns per head of livestock sold and low enough to attract the maximum amount of business. A further choice is made between percentage commissions and flat charges per head or per dollar range.

Eighteen of the 37 auctions used percentage commission charges for cattle. Charges ranged from 1 to 5 percent, with 3 percent the most common. Four auctions made percentage charges for specified ranges in sales value and a flat charge for values outside the range. Several auctions lowered the percentage charge for sales above a specified dollar value such as \$1,000.

Nineteen auctions sold cattle on the basis of a flat charge per head or per range in dollar value. For example, one auction charged \$2.00 for pairs, \$1.00 each for all other cattle up to \$30.00 in value and \$1.50 each for cattle about that value. Another auction charged \$1.50 for pairs, \$2.25 for bulls and \$1.25 per head for all other cattle. A third auction charged \$1.20 per head for all classes of cattle. The usual charge was from \$1.00 to \$2.50, although one auction charged \$3.50 for selling a bull.

Percentage commission charges for livestock other than cattle ranged from 2 to 5 percent. Five auctions charged 3 percent for sheep, while 4 charged 5 percent and 4 used other percentage rates. Similarly hog commissions ranged from 2 to 5 percent, with a concentration at the 3 and 5 percent level similar to that for sheep. Several auctions made the same charge for sheep as for hogs and numerous other auctions sold only one or the other of these two species.

All horses and some sheep and hogs sold for a dollar charge.

Amounts ranged from \$1.00 to \$2.50 each for horses with a few auctions varying the charge with the sales value of the animal. Sheep commissions usually vary with numbers sold rather than with dollar value, frequently being lower for sales above a minimum number. Hogs were usually sold on a flat per-head basis, but a few auctions varied the price with the sales value of the animal.

A few auctions levied yardage charges of about 25 cents per animal. Others made a weighing charge which was usually 10 cents. At those auctions where brand inspectors were stationed, a brand inspection charge of 5 cents was made, except that a few auctions absorb this charge themselves.

Two of the auctions operated under the regulations of the Packers and Stockyards Administration. Their commission charges were subject to review by this federal agency. All other charges were established and revised under competitive conditions.

## LIVESTOCK SALES AT TEXAS AUCTIONS

Information on sales at Texas auctions was obtained by summarizing the data from a sample of the transactions at each of the auctions surveyed. At the smaller auctions, every transaction during 1948 was used for both consignors and purchasers. At the larger auctions, part of the transactions were recorded with sampling rates determined by auction volume. For example, at a medium-sized auction, data might be recorded for each tenth transaction. These samples were expanded to obtain totals for each auction and auction totals were combined to give area and state totals. Data from one auction were incomplete so the state totals include only 36 auctions.

### Volume of Sales by Areas

The relative importance of the classes of livestock is shown in Table 1. Over half the cattle sales were recorded in Area I; this area together with Area II included about three-fourths of all cattle sales. This high proportion is attributable in part to the large individual volume of the western auctions included.

Table 1. Volume of livestock sold by species and by areas, 1948  
(36 auctions)

Areas	Cattle		Sheep		Hogs		Horses	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
I.....	843,290	53.1	406,540	33.6	9,120	6.8	6,580	4.4
II.....	348,207	21.9	22,071	1.8	32,632	24.3	3,243	24.4
III.....	172,240	10.9	5,840	.5	52,620	39.3	2,550	19.2
IV.....	223,210	14.1	774,380	64.1	39,640	29.6	6,905	52.0
State.....	1,586,947	100.0	1,208,831	100.0	134,012	100.0	13,278	100.0

**Table 2. Volume of livestock sold by species and by months, Texas, 1948 (36 auctions)**

Months	Cattle		Sheep		Hogs		Horses	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
January...	125,952	7.9	76,480	6.3	12,172	9.1	874	6.6
February...	103,986	6.5	35,472	2.9	7,610	5.7	670	5.0
March.....	149,160	9.4	41,675	3.5	12,606	9.4	1,126	8.5
April.....	169,093	10.7	94,274	7.8	12,018	9.0	1,190	9.0
May.....	167,532	10.6	106,303	8.8	9,210	6.9	1,291	9.7
June.....	134,784	8.5	69,276	5.7	11,493	8.6	1,108	8.3
July.....	91,367	5.8	133,151	11.0	10,220	7.6	670	5.1
August.....	125,242	7.9	88,910	7.4	9,837	7.4	909	6.8
September..	134,105	8.4	287,616	23.8	13,719	19.2	1,115	8.4
October.....	129,619	7.6	153,468	12.7	11,375	8.5	2,028	15.3
November...	166,802	10.5	96,676	8.0	13,038	9.7	1,453	10.9
December...	98,305	6.2	25,530	2.1	10,614	7.9	844	6.4
Year.....	1,586,947	100.0	1,208,831	100.0	134,012	100.0	13,278	100.0

Sheep sales are concentrated in Area I and to an even greater extent in Area II, which includes the Edwards Plateau. The other two areas produce very few sheep and most of those produced are marketed through agencies other than auctions. A considerable volume of sheep is required to justify separate sale days for sheep. Such separate days occur only in the major sheep producing areas.

Hogs are most important to auctions in Area III, with Area IV ranking second and Area II third. Hogs are relatively unimportant in Area I. Most of the consignments are small and volume builds slowly. Many auctions do not provide facilities for selling hogs because of the small numbers consigned.

Since the total for the sample auctions was only 13,278 head, it is apparent that horses and mules are not a major source of income for Texas auctions. Sales of horses and mules were concentrated in Area IV with over 50 percent of the total. Areas II and III had some consignments while Area IV had less than 5 percent of all horses and mules sold at auctions.

### Sales by Months

Sales of cattle, sheep, hogs and horses by months are summarized in Table 2. The cattle movement had two peaks coming in the March-April-May spring period of lush pastures and in November when pastures are usually dry. The low month was July with 6 percent of the cattle and the high month was April with 11 percent.

Cattle sold in 1948 totalled 1,586,947 head, or an average of over 1,000 per week for the 36 auctions. A considerable part of this volume is concentrated in the larger auctions. These data emphasize, however, the considerable volume attained by Texas auctions in recent years.

Variation in monthly consignments was much more extreme



for sheep, with a range of from 2 percent of the total in December to 24 percent in September. This peak movement includes large numbers of stocker ewes culled from the breeding herds at this season of the year together with the lower grades of slaughter sheep and feeder lambs.

Total sales of 1,208,831 sheep are concentrated in a few of the western auctions since most auctions do not sell many sheep. The auctions selling large numbers of sheep usually have separate sale days for sheep and cattle.

Movements of cattle and sheep to auctions are correlated primarily with availability of feed and the maturity of the annual calf and lamb crops. There is, moreover, a constant interchange of stocker animals taking place together with the culling of animals no longer in the stocker class. If there are sufficient livestock producers in the area served by the auction, they provide throughout the year some classes of livestock for sale.

The Texas auctions sell relatively few hogs, with consignments at the 36 auctions amounting to 134,012 head in 1948. This volume was distributed quite evenly throughout the year. February was the low month with 6 percent of the total, but January and March had a large volume. September was the high month with 10 percent of the annual total.

Horses constitute a minor phase of the auction picture with only 13,278 sold in 1948. Sales were distributed quite evenly through the year, except that October and November were high months. It is the usual practice at many auctions to sell horses at the beginning of the sale. Volume is never great enough at most auctions to warrant special days for horse sales.

### **Average Size of Lot Sold**

Texas auctions customarily sell animals singly through the ring. Exceptions to this are beef and dairy cow and calf pairs, hog litters and sorted lots of cattle and sheep. Producers bringing several head of livestock to the auction usually prefer that the animals be sold singly. The records show each sale listed separately and each sale is considered a separate consignment.

Auctions in Area I varied in the average size of individual sales through the ring. Five of the auctions had sales of cattle averaging between 1 and 2 head while average sales at two auctions were between 2 and 4 head and at the other two auctions were between 4 and 10 head. Consignments are usually larger at the larger auctions, while animals tend to be sold individually at the smaller auctions.

Five auctions in the area did not sell sheep. Of the others, 1

had average sales between 1 and 2 head, while the other 3 had average sales of over 10 head. Only four auctions had hog sales and only one of these averaged over 4 head per sale. All the auctions selling horses had average sales of between 1 and 2 head per sale.

Lots of cattle sold in Area II tended to be small at all auctions. Nine auctions had lots averaging between 1 and 2 head and the lots at the other auction averaged between 2 and 4 head.

Sheep sales were larger than cattle sales in Area II with five auctions having lots averaging 4 to 9 head and others having somewhat smaller lots. Six auctions had lots of hogs averaging less than two per lot while the other four had larger lots. Average lots of horses and mules were below two per lot at eight of the 10 auctions. One auction did not sell sheep and one did not sell horses.

Livestock sales in Area III were comparable in size with those in Area II but much smaller than in Areas I and IV. The 9 auctions had cattle sales averaging less than two head per lot. This indicates that most of the cattle were sold singly. Probably the major exceptions were beef and dairy pairs.

Four auctions in Area III did not sell sheep; of those that did, only one averaged over 10 head per lot sold. This is not a major sheep producing area and the sales were primarily from small farm flocks. All but 2 auctions sold hogs, one had lots averaging over 4 head while the other 6 averaged from 1 to 4 head. Two auctions did not sell horses, the other 7 averaged from 1 to 2 head per lot sold.

Cattle sales at auctions in Area IV were variable in size, with 4 auctions having average sales under 2 head per sale and 4 averaging between 2 and 4 head. Most auctions have some larger sales but the large number of single animal lots tends to keep the average down to a low figure.

Sheep are sold in larger lots in Area IV, with 5 auctions having average sales of 10 or more head per sale. One other auction had sales in the 4 to 9 head group and only 2 auctions had average sales below 2 head. Hog sales were mostly in groups of 2 to 3 head with one auction having average sales in larger lots and one in smaller. Horses were usually sold singly, and only one auction had sales averaging 2 or more head.

Table 3 shows the average size of lot sold by species for each area and for the State. All animals sold are divided by the total number of lots to get these figures.

Average lots of cattle are largest in Areas I and IV where it is customary to sell beef cows, calves and steers in uniform lots for breeding or feeding purposes. The stocker sales are



Table 3. Average size of lots sold by species by areas, 1948 (36 auctions)

Areas	Cattle	Sheep	Hogs	Horses
	Number	Number	Number	Number
I.....	5.3	46.5	2.3	1.2
II.....	1.5	7.0	2.0	1.1
III.....	1.5	5.0	2.1	1.2
IV.....	2.7	33.4	3.0	2.2
State.....	2.6	32.7	2.3	1.5

relatively more important in Areas II and III. Few producers have sufficient animals of a particular class available for sale to provide large, uniform lots.

Sheep in Areas I and IV are sold in rather large lots. They are graded into quite uniform bunches suitable for stocker, slaughter or feeder purposes. It is possible for the producers to do this since their flocks are larger in these two areas. Producers in Areas II and III have smaller flocks and consignments average much smaller. The average of 5 to 7 sheep for these areas includes many small lots and a few large ones.

Hog and horse sales are much more uniform by areas. There is no marked tendency to group these species for sales purposes and animals are sold singly or in small groups at all points in the State.

### Value of Sales

The total value of sales at the 36 auctions in 1948 were: cattle \$150,316,104, sheep \$10,574,321, hogs \$4,901,301 and horses \$448,996 (Table 4). Thus, the value of cattle was far in excess of the combined values of sheep, hogs and horses. It represents a sizable proportion of the total returns to livestock producers from sales of livestock by all methods. These returns are distributed through the year in about the same way as are

Table 4. Value of monthly sales of livestock by species, Texas, 1948 (36 auctions)

Months	Cattle		Sheep		Hogs		Horses	
	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent
January.....	12,462,734	8.3	538,710	5.1	413,955	8.4	106,491	23.7
February.....	9,214,904	7.1	353,064	3.3	231,158	4.7	25,577	5.7
March.....	14,468,071	9.6	404,700	3.8	441,869	9.0	38,783	8.6
April.....	16,010,452	10.7	879,789	8.3	394,265	8.1	83,931	18.7
May.....	16,438,103	10.9	820,720	7.8	344,344	7.0	30,419	6.8
June.....	12,735,536	8.5	502,647	4.8	418,498	8.5	20,990	4.7
July.....	8,782,581	5.8	1,031,212	9.8	365,136	7.5	16,565	3.7
August.....	12,769,663	8.5	870,597	8.2	415,479	8.5	21,531	4.8
September.....	13,576,088	9.0	2,971,749	28.1	490,033	10.0	29,012	6.5
October.....	9,933,000	6.6	1,086,970	10.3	517,682	10.6	40,825	9.1
November.....	14,176,197	9.4	931,821	8.8	520,329	10.6	23,086	5.1
December.....	9,748,675	6.6	182,360	1.7	348,553	7.1	11,786	2.6
Year.....	150,316,104	100.0	10,574,321	100.0	4,901,301	100.0	448,996	100.0

Table 5. Value of livestock sold by species and by areas, 1948 (36 auctions)

Areas	Cattle		Sheep		Hogs		Horses	
	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent
I.....	85,081,825	56.6	2,885,580	27.3	333,660	6.8	16,680	3.7
II.....	30,230,107	20.1	189,726	1.8	1,179,151	24.1	84,071	18.7
III.....	14,117,595	9.4	47,410	.4	2,000,540	40.8	76,130	17.0
IV.....	20,886,577	13.9	7,451,605	70.5	1,387,950	28.3	272,115	60.6
State.....	150,316,104	100.0	10,574,321	100.0	4,901,301	100.0	448,996	100.0

the numbers of livestock, which indicates that price was not the major factor in determining total returns.

Cattle sales were the most uniform by months, with only 2 months having over 10 percent of the annual volume. Hogs were slightly less uniformly distributed with 3 months each having more than 10 percent of the annual volume. Monthly sales of sheep, on the other hand, were concentrated in September and horse sales were relatively heavy in January and April.

Value of livestock sold by areas is correlated closely with numbers sold since price per head varies but little among the areas. Auctions in Area I sold 85 million dollars worth of cattle or over half the value of cattle sold at the 36 auctions. Area II sold 30 million dollars worth or about one-fifth of the total of 150 million dollars with the other two areas selling less than 25 percent between them (Table 5). Over two-thirds of the returns from the sale of sheep were in Area IV and most of the balance was in Area I. Hog sales were over 1 million dollars in 3 of the 4 areas, but were comparatively low in Area I. Horse sales amounted to over a quarter of a million dollars in Area IV and were unimportant in the other three areas.

### Classes of Animals Sold

Individual sales of livestock were divided into major classes to determine the characteristics of the livestock sold at auctions. Table 6 summarizes these data for cattle for the four areas and

Table 6. Cattle: Percentage sold by class and by areas, 1948 (36 auctions)

Classes of cattle	Areas				
	I	II	III	IV	State
	Percent				
Dairy cows.....	1.9	2.1	1.5	2.9	2.0
Beef cows.....	7.0	15.2	16.1	15.4	11.1
Steers.....	38.1	17.9	8.7	15.8	27.1
Heifers.....	17.8	9.0	9.0	8.1	13.5
Heifers and steers.....	5.7	2.4	1.1	4.2	4.2
Calves.....	20.8	30.8	45.5	23.3	26.0
Bulls.....	1.3	2.3	3.1	5.5	2.3
Dairy pairs <sup>1</sup> .....	3.6	3.8	3.8	1.0	3.3
Beef pairs <sup>1</sup> .....	3.8	16.5	11.2	23.8	10.5
All classes.....	100.0	100.0	100.0	100.0	100.0

<sup>1</sup>A cow and calf.

Table 7. Sheep: Percentage sold by classes and by areas, 1948 (36 auctions)

Classes of sheep	Areas				
	I	II	III	IV	State
	Percent				
Ewes .....	18.8	35.9	35.3	37.3	30.9
Rams .....	2.1	4.7	1.5	1.2	1.6
Ewes and lambs .....	6.6	2.4	11.1	3.6	4.7
Wethers .....	12.9	1.5	.6	.8	4.8
Ewe lambs .....	.8	29.3	.5	.9	1.2
Ram lambs .....	.3	.3	.8	.9	.7
Mixed lambs .....	12.6	21.1	42.2	51.8	37.7
Goats .....	45.9	4.8	7.5	3.5	18.4
All classes .....	100.0	100.0	100.0	100.0	100.0

for the State. Area I is outstanding in its high proportion of steers and heifers, relative to the other areas. Calves are the most important class in Areas II and III, while beef pairs (a cow and calf) are slightly more important than calves in Area IV. Dairy cows, bulls and dairy pairs (a cow and calf) are relatively unimportant in all areas. For the State, steers rank highest with 27 percent of total volume, with calves next at 26 percent, heifers at 13 percent, beef cows at 11 percent and beef pairs at 11 percent.

Sheep sales are summarized by class in Table 7. Area I has an exceptionally large proportion of goats, with ewes as the next most important class. In Area II, ewes constituted 36 percent of total sales, with mixed lambs and ewes amounting to 29 percent of the total and mixed lambs to 21 percent. In the other two areas, mixed lambs and ewes accounted for over three-fourths of all sheep sold. For the State, mixed lambs accounted for 38 percent of all sheep sales, ewes 31 percent, and goats 18 percent, with the other classes each amounting to less than 5 percent of the total.

Hog sales fluctuate less by class than the other types of livestock (Table 8). About 90 to 95 percent of all hogs are listed as hogs and feeders, while the other two classes, boars and breeding sows and gilts are relatively unimportant. This would indicate that auctions sell predominantly slaughter and feeder hogs. Area differences were slight except for a relatively small proportion of feeder pigs in Area IV.

Table 8. Hogs: Percentage sold by class and by areas, 1948 (36 auctions)

Classes of hogs	Areas				
	I	II	III	IV	State
	Percent				
Breeding sows and gilts .....	7.6	5.1	2.1	2.9	3.3
Hogs .....	53.1	61.1	66.9	67.8	64.9
Feeder pigs .....	36.4	32.3	30.6	27.5	30.6
Boars .....	2.9	1.5	.4	1.8	1.2
All classes .....	100.0	100.0	100.0	100.0	100.0

# *Location of Texas Auctions*

## **Area I**

Includes the Panhandle Wheat, Canadian River Grazing, High Plains Cotton, Rolling Plains, High Plains, North-central Grazing and West Cross Timbers Farming areas.

## **Area II**

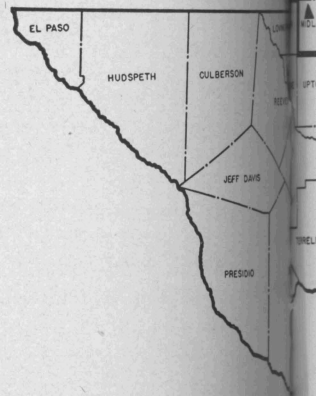
Includes the Grand Prairie, Blackland Prairie and southern part of the Post-Oak areas.

## **Area III**

Includes the Northeast Sandy Lands, Piney Woods Lumbering, northern part of Post-Oak and Coast Prairie areas.

## **Area IV**

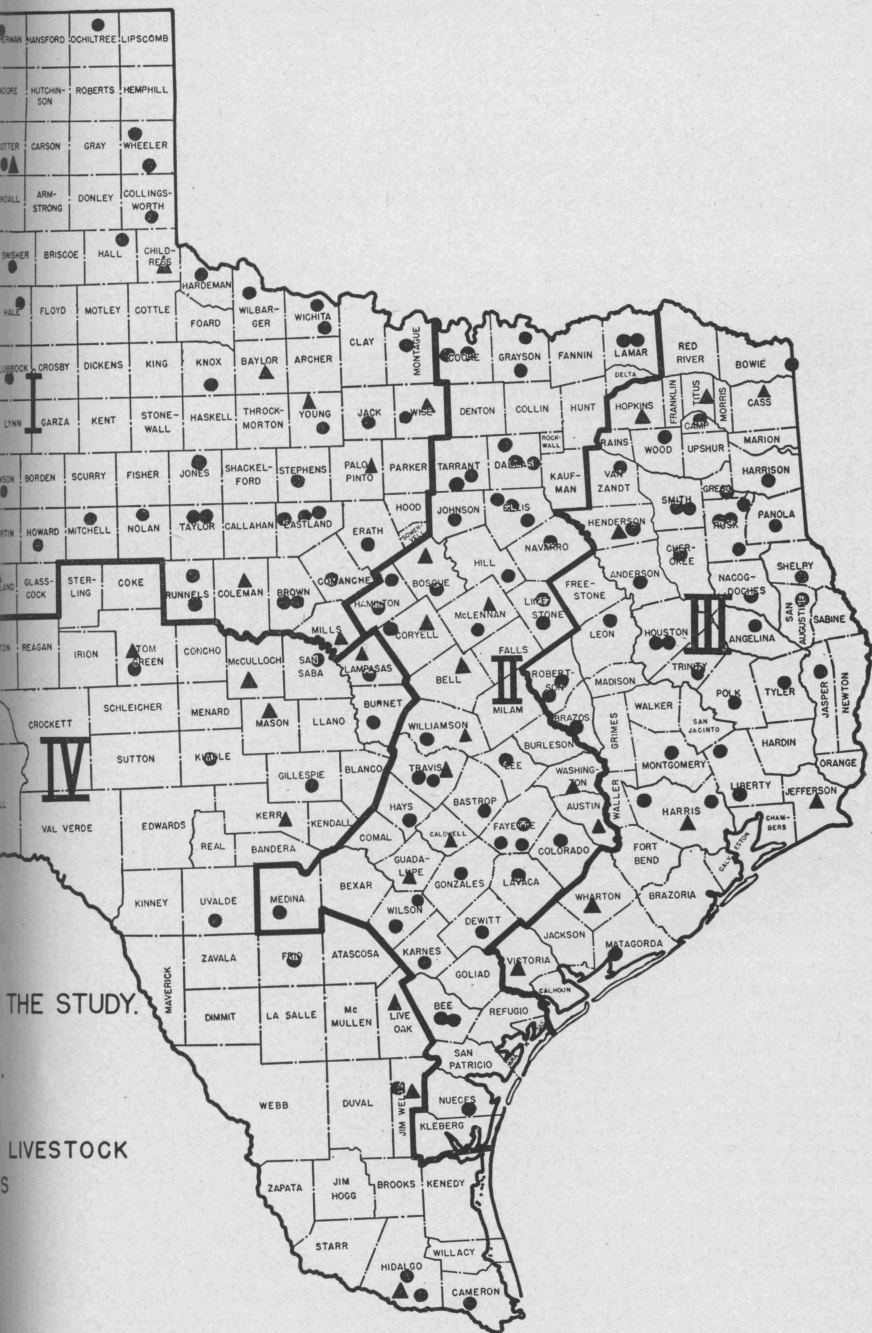
Includes the Trans-Pecos, Edwards Plateau Grazing, Upper Rio Grande Valley, Rio Grande Plains, Lower Rio Grande Valley and Corpus Christi Cotton areas.



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- OTHER OPERATING INS.

BASED ON THE RECORDS OF THE  
SANITARY COMMISSION OF TEXAS

# Auctions by Areas





# Location of Texas Livestock Auctions by Areas

## Area I

Includes the Panhandle Wheat, Canadian River Grazing, High Plains Cotton, Rolling Plains, High Plains, North-central Grazing and West Cross Timbers Farming areas.

## Area II

Includes the Grand Prairie, Blackland Prairie and southern part of the Post-Oak areas.

## Area III

Includes the Northeast Sandy Lands, Piney Woods Lumbering, northern part of Post-Oak and Coast Prairie areas.

## Area IV

Includes the Trans-Pecos, Edwards Plateau Grazing, Upper Rio Grande Valley, Rio Grande Plains, Lower Rio Grande Valley and Corpus Christi Cotton areas.

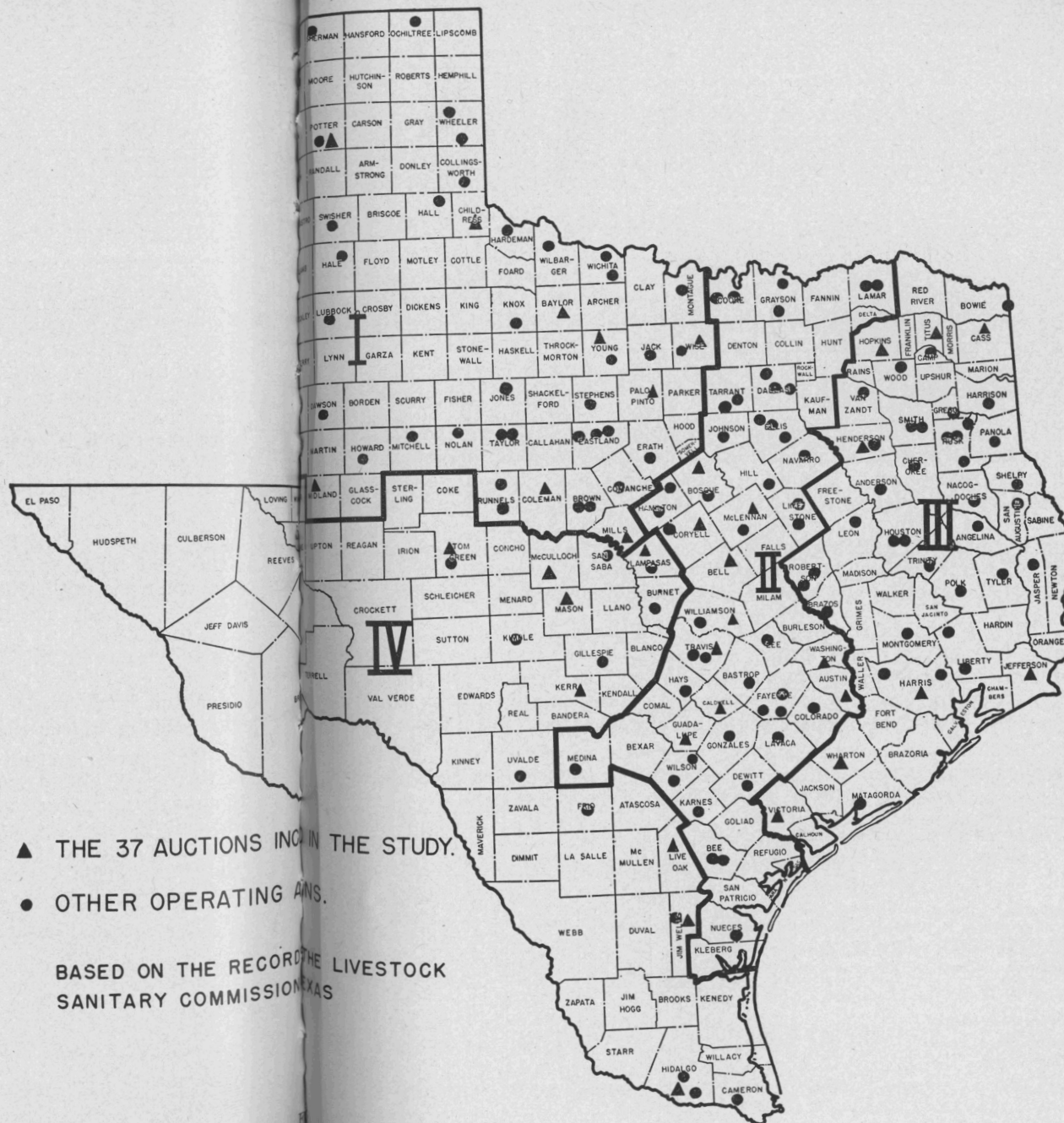








Figure 7. Dairy and mixed breeds, such as these sold at Decatur, make up a large part of the volume in Texas auctions.

order buyers undoubtedly go to packers while others go to feeders. The dealers' livestock go to packers, feeders, or are resold through the central markets or other auctions.

The relative importance of stocker and feeder animals moving through auctions, as compared with slaughter livestock, is also emphasized by Table 10. Practically all the purchases made by the greatest volume buyers, farmers, ranchmen and feeders, are necessarily stocker and feeder animals. It is logical to assume, also, that the next largest buying group, livestock dealers, handle more stocker and feeders than they do slaughter livestock. Thus, the auction company is placed in the role of a middleman mainly functioning as a gathering and distributing point for stocker and feeder livestock. It does not indicate clearly, however, the function performed by the livestock dealer because the source and destination of his livestock are not known.

Auction operators in Area I are characterized by a relatively high proportion of dealer activity, particularly on the selling side. About two-fifths of all cattle and two-thirds of all sheep were consigned by dealers. Producers in comparison consigned slightly more cattle but only a third as many sheep as the dealers. This indicates that dealers do a considerable amount of buying at the farm or ranch for resale at auction, particularly sheep.

Auction operators consign more livestock than they purchase in this area, probably by means of country buying in advance of the sale. Packers and order buyers, on the other hand, purchase far more than they consign since they use the auction as a source for the particular livestock they need. Heavy producer buying at these auctions indicates that auctions provide a market for the purchaser of stocker cattle.

Farmers and ranchmen consigned about two-thirds of the cattle and horses, nine-tenths of the sheep and four-fifths of the hogs at auctions in Area II. Livestock dealers provided most of the remaining consignments. Auction operators consigned substantial numbers of cattle but very few of the other species.

Farmers and ranchmen were the major purchasers of cattle, but their volume was about equal to that of dealers, packers and order buyers combined. Auction operators were also substantial purchasers of cattle. Over half the sheep were purchased by farmers and ranchmen and 28 percent were purchased by dealers. Surprisingly small percentages went to packers and order buyers, probably because sheep volume was too small at these auctions to bring a normal representation of sheep buyers.

Major purchasers of hogs were farmers and ranchmen and packers in about equal proportions. It is likely that the packers were purchasing the heavier types while the farmers concentrated on feeder pigs and stocker animals. Hogs bought by order buyers could be for packers or for stocker purposes and the same would be true of purchases by auction operators.

Livestock dealers were the major horse buyers. These purchases were probably speculative since the demand for horses and mules is neither strong nor steady at most Texas points. The only other important buyers of horses were farmers and ranchmen.

The major consignors of livestock to auctions in Area III were ranchmen and farmers, with livestock dealers the second most important group except in the case of sheep. Sheep consignments other than by producers were unimportant in size.

About two-thirds of all cattle were consigned by producers and three-fourths of all hogs were consigned by this group. This indicates the reliance of the auctions on farmer business. The more speculative dealer consignments are substantial in number but far less important than the movement from the farm.

Purchases by farmers and ranchmen of the major livestock classes, cattle and hogs, were less than a third of total sales. Livestock dealer purchases exceeded those of farmers for cattle and were nearly as great for hogs. This indicates either a

small stocker movement or else a stocker movement handled in part through dealers. Purchases by packers and order buyers were next in importance, indicating some sales of slaughter cattle at auctions. The central markets probably handle the bulk of the slaughter cattle direct without previous sale through an auction.

Farmers and ranchmen consigned about two-thirds of the cattle, four-fifths of the sheep, nine-tenths of the hogs, and two-thirds of the horses sold at auctions in Area IV. The livestock dealers were next in importance of consignments for all types of livestock.

Purchases of livestock by farmers and ranchmen were less proportionally than in other areas, but they were still the most important single class of buyers for cattle, sheep and hogs. Order buyers were the second most important group for cattle and were of equal importance with livestock dealers as buyers of sheep and hogs. Purchases by packers were important and it is likely that much of the order buying was done for packers. Speculative buying by dealers was apparently less than in other areas, and both consignments and purchases by auction operators were of minor importance.

### **Cattle Sales by Weight and by the Head**

Three-fourths of the cattle moved through the Texas auctions

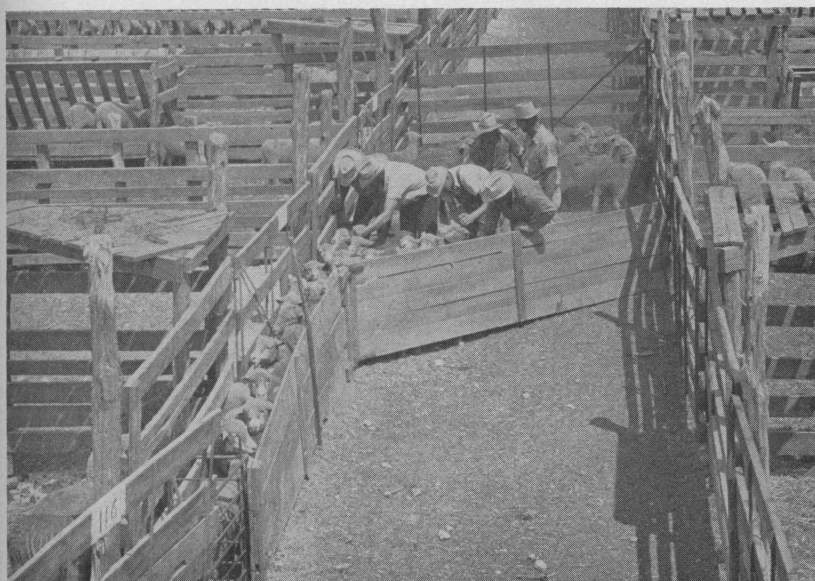


Figure 8. This cutting chute permits examination and sorting of sheep prior to sale at San Angelo. Courtesy of the West Texas Livestock Weekly.



Table 11. Sale of cattle at auction by classes, by method of sale, by areas, 1948  
(36 auctions)

Classes of cattle	Areas									
	I		II		III		IV		State	
	Weight	Head	Weight	Head	Weight	Head	Weight	Head	Weight	Head
Percent										
Dairy cows.....	74.6	25.4	86.5	13.5	76.7	23.3	78.8	21.2	78.2	21.8
Beef cows.....	92.8	7.2	89.8	10.2	79.2	20.8	91.7	8.3	89.5	10.5
Steers.....	90.9	9.1	94.4	5.6	85.2	14.8	97.4	2.6	91.7	8.3
Heifers.....	79.6	20.4	91.6	8.4	64.1	35.9	97.6	2.4	81.8	18.2
Heifers and steers.....	82.0	18.0	80.7	19.3	61.6	38.4	70.8	29.2	79.6	20.4
Calves.....	86.5	13.5	90.0	10.0	83.8	16.2	95.7	4.3	88.1	11.9
Bulls.....	84.8	15.2	91.2	8.8	79.1	20.9	94.9	5.0	88.0	12.0
Dairy pairs <sup>1</sup> .....	8.1	91.9	.5	99.5	.2	99.8	.3	99.7	4.4	95.6
Beef pairs <sup>1</sup> .....	.0	100.0	.1	99.9	.4	99.6	4.6	95.4	1.6	98.4
All classes.....	80.5	19.5	71.3	28.7	68.2	31.8	70.1	29.9	75.5	24.5

<sup>1</sup>A cow and calf.

were sold by weight and the other fourth by the head (Table 11). Percentages varied by classes of cattle with sales by weight ranging from 92 percent for steers down to 2 percent for beef pairs. Sales by the head were predominant only for beef pairs and dairy pairs.

Most farmers consigning cattle to an auction sell everything except dairy and beef pairs by weight because they are not qualified to estimate weights and would not know what price to accept. Dealers usually can estimate the weight of the cattle. They may sell by weight and if the price is unsatisfactory, sell the same animals by the head or sell first by the head and then by weight. Sometimes dealers buy cattle on the auction by the head or by weight and later in the day sell the same cattle by the other method of sale.

Even with this speculative selling by the head, beef and dairy pairs account for over half the sales by the head (Table 12). All other classes were sold by the head to some extent.

Table 12. Relative importance of classes of cattle by method of sale by areas, 1948  
(36 auctions)

Classes of cattle	Areas									
	I		II		III		IV		State	
	Weight	Head	Weight	Head	Weight	Head	Weight	Head	Weight	Head
Percent										
Dairy cows.....	1.8	2.5	2.6	1.0	3.6	2.3	3.3	2.1	2.4	2.0
Beef cows.....	8.1	2.6	20.6	5.7	17.6	9.9	20.7	4.4	13.3	4.8
Steers.....	42.7	17.7	19.6	2.9	11.0	4.1	21.8	1.4	31.8	8.3
Heifers.....	17.4	18.4	12.0	2.7	8.8	10.5	10.7	.6	14.5	9.3
Heifers and steers.....	5.7	5.2	2.9	1.7	.9	1.2	4.4	4.2	4.4	3.5
Calves.....	22.5	14.5	39.6	11.0	54.1	22.4	32.3	3.4	30.7	12.8
Bulls.....	1.4	1.0	3.1	.8	3.9	2.2	5.2	.7	2.5	1.1
Dairy pairs <sup>1</sup> .....	.4	17.0	.9	14.2	.0	16.5	.0	5.4	.2	14.1
Beef pairs <sup>1</sup> .....	.0	21.1	.0	60.0	.1	30.9	1.6	77.8	.2	42.3
All classes.....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

<sup>1</sup>A cow and calf.

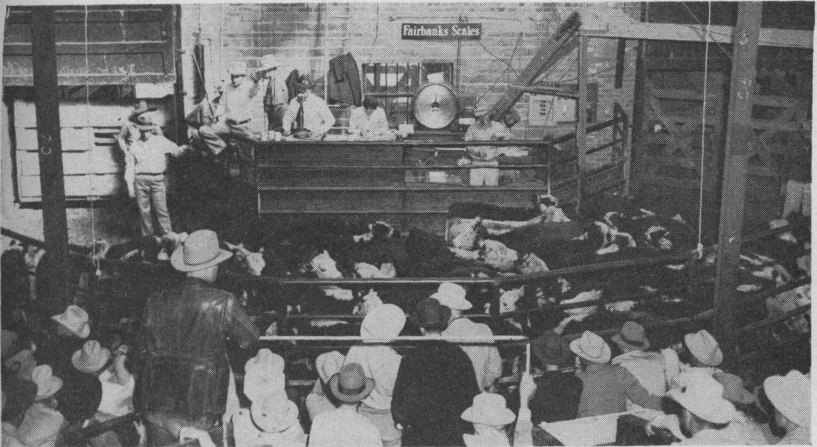


Figure 9. The scale face exposed to the public view inspires confidence at the Amarillo auction in this carlot sale.

Sales by weight were roughly proportional to the gross sales by classes except for beef and dairy pairs which rarely sold by weight.

Eighty-one percent of the cattle were sold by weight at auctions in Area I and the remaining 19 percent were sold by the head. Dairy pairs and beef pairs were the only classes sold predominantly by the head (Table 11). Some stocker cattle in all classes were sold by the head while slaughter and feeder cattle tended to be sold by weight.

Auctions in Area II sold cattle predominantly by weight. As in other areas, dairy pairs and beef pairs were the major exception. Beef pairs made up 60 percent of all sales by the head while dairy pairs amounted to 14 percent and calves about 11 percent. Other classes included very few sales of this type. Relative numbers of the various cattle classes are shown by the percentages each class comprised of the total sales by weight. Calves made up about two-fifths of all sales of this type and both beef cows and steers made up a fifth each. Heifers included over half of the remaining fifth.

More than two-thirds of the cattle sold at auctions in Area III were sold by weight (Table 11). Practically all beef pairs and dairy pairs were sold by the head but all other cattle classes were sold predominantly by weight. It is common practice at some auctions to sell some cattle by weight or by the head for the original consignor and resell the animal by the other method for the purchaser. This type of speculation accounts for some of the variation in methods of sale for cattle.

Sales of cattle in Area IV were 70 percent by weight and 30

Table 13. Sales of sheep at auction by classes, by method of sale, by areas, 1948  
(36 auctions)

Classes of sheep	Areas									
	I		II		III		IV		State	
	Weight	Head	Weight	Head	Weight	Head	Weight	Head	Weight	Head
Percent										
Ewes.....	25.6	74.4	49.1	50.9	85.8	14.2	65.8	34.2	57.1	42.9
Rams.....	56.2	43.8	11.5	88.5	20.5	79.5	65.2	34.8	61.3	38.7
Ewes and lambs.....	0	100.0	40.3	59.7	0	100.0	3	99.7	9	99.1
Wethers.....	33.7	66.3	71.6	28.4	100.0	0	99.5	5	40.8	59.2
Ewe lambs.....	11.4	88.6	38.3	61.7	0	100.0	81.7	18.3	55.1	44.8
Ram lambs.....	6.2	93.8	100.0	0	100.0	0	96.0	4.0	82.3	17.7
Mixed lambs.....	71.0	29.0	68.9	31.1	82.5	17.5	90.4	9.6	87.7	12.3
Goats.....	30.9	69.1	7.5	92.5	8.4	91.6	25.6	74.4	29.5	70.5
All classes.....	32.8	67.2	42.2	57.8	63.9	36.1	72.7	27.3	58.3	41.7

percent by the head. All classes of cattle sold predominantly by weight except beef and dairy pairs. Beef pairs made up over three-fourths of all sales by the head and the remainder was scattered among the various classes. Calves, steers and beef cows made up about three-fourths of all sales by weight.

### Sheep Sales by Weight and by the Head

Sales of sheep by weight and by the head were more variable by class than those of cattle (Table 13). Over two-thirds of the mixed lambs, ram lambs and rams sold by weight. Over two-thirds of the goats and almost all the ewe and lamb pairs sold by the head. Ewes, wethers and ewe lambs had more than 40 percent falling in each of the sale categories. Usually stocker sheep were sold by the head while feeders and slaughter types were sold by weight. Speculative purchases for resale by another method of sale were less common for sheep than for cattle.

About two-thirds of the sheep at auctions in Area I were sold by the head. As in the case of cattle, the method of sale was affected greatly by the relative suitability of the animals for stocker, feeder and slaughter purposes. Slaughter animals tend to sell by weight to a greater extent than stocker and feeder animals.

Sheep sales in Area II were divided fairly evenly between sales by weight and sales by the head with the latter method somewhat more prevalent. Mixed lambs, ewes and ewe lambs made up about four-fifths of the sales by weight while goats, ewes, ewe lambs and mixed lambs ranked in that order of importance for sales by the head. On the whole, slaughter animals were sold by weight while stocker animals were sold by the head.

Ewes, wethers, ram lambs and mixed lambs sold largely by weight in Area III. Ewe lambs and goats sold almost exclusively by the head, while ewe and lamb pairs and rams varied in their method of sale.

Sales of sheep by weight included 73 percent of all sales in Area IV. Wethers and lambs sold almost entirely by weight together with about two-thirds of the ewes and rams, while pairs and goats usually sold by the head.

The areas varied widely in the relative importance of the individual sheep class by method of sale (Table 14). For sales

Table 14. Relative importance of classes of sheep by method of sale by areas, 1948 (36 auctions)

Classes of sheep	Areas									
	I		II		III		IV		State	
	Weight	Head	Weight	Head	Weight	Head	Weight	Head	Weight	Head
	Percent									
.....	14.7	20.9	30.1	22.8	39.2	11.4	33.7	46.7	30.0	31.6
s.....	.9	.3	.6	3.1	2.3	15.7	1.5	2.1	1.4	1.2
s and lambs.....	.0	11.9	5.5	6.0	.0	31.0	.0	17.9	.1	14.3
ers.....	13.2	12.7	8.2	2.4	1.2	.0	1.1	.0	3.5	7.1
lambs.....	.3	1.1	17.4	20.5	.0	.5	1.2	.7	1.2	1.4
lambs.....	.1	.4	.4	.0	1.3	.0	1.2	.1	1.0	.3
ed lambs.....	27.4	5.4	34.0	11.2	54.9	29.7	59.2	16.7	52.7	10.3
s.....	43.4	47.3	3.8	34.0	1.1	20.7	2.1	15.8	10.1	33.8
asses.....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

by weight, mixed lambs were the most important class in Areas II, III and IV, and for the State as a whole, while goats were most important in Area I. For sales by the head, goats were most important in Areas I and II while pairs were most common in Area III and ewes in Area IV. For the state, goats and ewes were the major classes sold by the head.

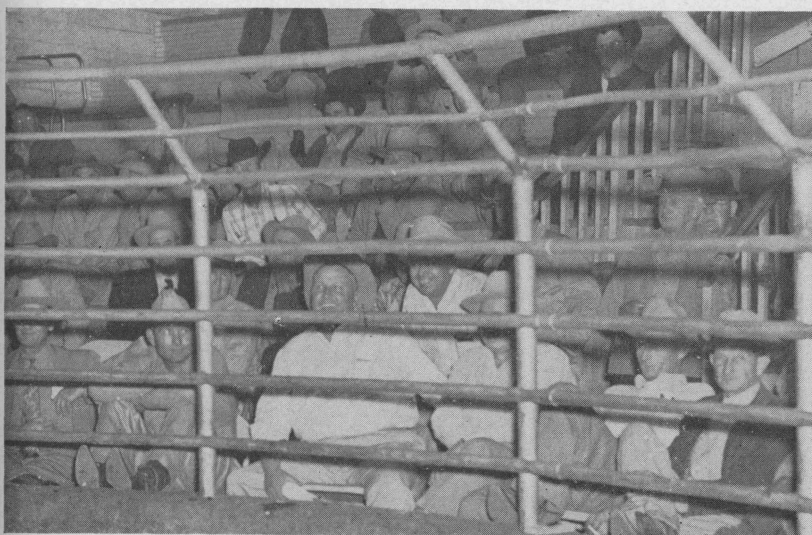


Figure 10. Crossbred cattle are kept in the ring by two-inch reinforced steel posts at the Sealy auction. Courtesy of the Sealy News.







Figure 11. Pickup trucks and car trailers bring most of the livestock to the Temple auction.

most important class. Breeding sows and gilts and boars were relatively unimportant in numbers.

Hogs were sold at auctions in Area III almost entirely by weight. Breeding sows and gilts were an exception to this tendency but they were relatively unimportant in numbers. In the other areas, most feeder pigs sold by the head but this was not true in this area.

The distribution of sales by weight and by the head for hogs in Area IV were very similar to those for cattle and sheep in that about three-fourths of all sales were by weight. As in other areas, feeder pigs were the only hog class selling mostly by the head. Most classes other than feeder pigs were destined for slaughter and such sales tend to follow central market prices. Since these prices are quoted by weight, consignors usually specify this method of sale to permit comparison of prices.

### **Horse Sales by Weight and by the Head**

Sales of horses at auctions were 77 percent by the head and 23 percent by weight. Most of the sales were light horses and mules used for work or riding purposes. The older animals of these types together with smaller numbers of heavy draft horses were sold by weight, primarily for processing into dog food, tankage and the like. Horse sales are a minor part of the activities at most auctions and both sellers and buyers are relatively scarce.

### **Area Served by Auctions**

Most consignments of livestock to auctions came from nearby farms and ranches. Almost half of the cattle and over half the other classes of livestock were transported less than 25 miles. On the average, cattle were transported the greatest and hogs



50-99 and 100-199-mile areas were about equal and consignments were substantial up to 400 miles. Sheep, hogs, horses and mules originated closer to the auctions than cattle, with horses coming the shortest and sheep the longest distances on the average.

Purchased livestock were transported longer distances than consigned livestock. It is especially noteworthy that over 18 percent of the cattle were shipped more than 400 miles. This involves a feeder movement almost exclusively since the major packing areas for Texas slaughter cattle are within 400 miles of the auctions in Area I. The substantial percentages of all species remaining within a relatively short distance of the auctions probably represented stocker livestock purchased by farmers or by dealers for ultimate resale at other auctions or to farmers.

A large part of the consignments of livestock in Area II originated within 25 miles of the auctions. This can be attributed to the relative abundance of auctions in this area and the consequent availability of the auctions to the average farmer and ranchman. About a third of the cattle and about a fourth of the hogs, but less than a tenth of the sheep and horses, were transported over 25 miles (Table 19).

Purchases of livestock in this area were characterized by relatively small percentages which were transported long distances. This is attributable to its location in or close to the cities containing the major packing plants. This area is not a big supplier of feeder animals and the stocker livestock is



Figure 12. Shed roofs over pens, like the one shown above at the Mt. Pleasant auction, are common in Area III.





Table 21. Percentage of livestock transported by species and by distance, Area IV, 1948 (8 auctions)

Mileage intervals	Sellers				Buyers			
	Cattle	Sheep	Hogs	Horses	Cattle	Sheep	Hogs	Horses
Percent								
0- 24 .....	54.9	44.2	67.4	35.6	27.8	28.8	44.0	22.9
25- 49 .....	16.6	19.7	26.2	34.4	14.2	9.5	15.9	9.6
50- 99 .....	17.6	13.9	6.3	17.2	15.6	9.9	17.3	21.0
100-199 .....	9.2	10.5	.1	12.8	20.3	9.2	13.2	45.6
200-299 .....	.7	7.5	.0	.0	13.6	19.2	4.4	.9
300-399 .....	1.0	4.1	.0	.0	3.4	9.9	5.2	.0
400 & over .....	.0	.1	.0	.0	5.1	13.5	.0	.0
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

the sheep were transported more than 50 miles (Table 21). Ranches are relatively large and auctions are farther apart in this area.

Purchased livestock were transported longer distances than were consigned livestock. Over half the sheep and over 40 percent of the cattle were transported over 100 miles. Hogs were transported the shortest distances on the average. Slaughter livestock would necessarily travel substantial distances to reach any of the major packing plants. Feeding areas are even more distant from this area. Stocker cattle travel the shortest distances but many of the ranchmen patrons of these auctions live at considerable distances.

### Types of Transportation

Most of the livestock consigned to Texas auctions are delivered by trailers and various types of trucks, including pickup, bob-tail and trailer trucks. The important role of trucks and trailers, which are considered trucks in this study, is the transportation of all types of livestock to the 36 auctions is shown in Table 22. A small number of cattle, about 3 percent of the total,

Table 22. Percentage of consignments by types of transportation by species of livestock by areas, 1948

Species of livestock by areas		Rail	Truck	Foot	Total
Percent					
Cattle:					
Area I .....		3.2	96.6	.2	100.0
Area II .....		.2	99.8	.....	100.0
Area III .....		2.2	95.4	2.4	100.0
Area IV .....		12.2	86.9	.9	100.0
State .....		3.0	96.3	.7	100.0
Sheep:					
Area I .....		.2	99.8	.....	100.0
Area II .....		.0	100.0	.....	100.0
Area III .....		.0	100.0	.....	100.0
Area IV .....		.0	100.0	.....	100.0
State .....		.1	99.9	.....	100.0
Hogs:					
State .....		.....	100.0	.....	100.0
Horses:					
State .....		.....	100.0	.....	100.0

were transported to auctions by rail, and a still smaller number of cattle, less than 1 percent, were driven on foot to the auction markets. Rail shipments of sheep to Texas auctions were insignificant and none were "trailed in." One hundred percent of the hogs and horses and mules were brought in by truck.

The preponderant use of truck transportation may be attributed largely to the fact that most livestock traveled relatively short distances when moving to auctions. This fact was indicated in previous tables. Another contributing factor was the usual small size of consignments. Most consignments going to the sample auctions were less than carload lots. Other reasons for the common use of trucks for hauling livestock may be found in the general characteristics of truck transportation. Trucks provide a flexible schedule which may be adapted to the convenience of the shipper. In many cases, trucks are faster than alternative methods of transportation, and require less handling of the livestock enroute.

It is likely that trucks provide the most economical means of getting livestock to market for the average producer. It is a common occurrence to see a farmer or ranchman drive into an auction with a trailer load of calves or hogs hitched to his family automobile. He usually brings his wife and family to town with him, making it possible to do the weekly shopping, attend to other business, and sell livestock in one trip. Under such conditions, it would be difficult to appraise the monetary cost of hauling the livestock to market, but it is likely that the cost is negligible.

### SUMMARY

This study describes the livestock auctions in Texas in terms of the physical characteristics and the volume and source of livestock handled. The data cover the calendar year 1948. Information was obtained from 37 of the Texas auctions located in four major geographical areas. The data were analyzed for the State as a whole except where differences in type of livestock or methods of operation necessitated comparisons by areas.

More than half the auctions studied were organized before 1940. A considerable expansion in numbers of auctions has taken place since the end of World War II. Turnover in ownership of these auctions has been rapid.

All but four auctions studied had 20,000 or more square feet in barn and pens and were subject to supervision by the U. S. Department of Agriculture. Most of this space was in the pen area. The pens are largely open.

The usual seating capacity was from 200 to 400 persons, in-

cluding space for buyers, consignors and spectators. Facilities ranged from poor to excellent but were usually sufficiently elaborate to bring replacement costs above \$20,000. Conditions of facilities varied widely since there was no effective supervision by federal, state or local authorities.

There was no particular concentration of sales on any one day in the week. Staggering of sale days permits buyer attendance at several nearby auctions each week.

Attendance at auctions was usually heavy, utilizing the seating capacity quite fully at most auctions. All but 10 auction operators estimated average attendance at 300 or more persons. This usually included from 2 to 7 packer buyers, 10 to 30 farmer buyers, more than 10 livestock dealers and a large number of consignors and spectators. The number of each type tend to vary directly with the volume of livestock handled.

Auction charges were extremely variable, including both charges by the head and percentage charges. Percentage charges ranged from 2.5 to 5.0 percent and dollar charges ranged from a low of \$1.20 per head for all classes to a high of \$3.50 per head for butcher bulls.

Sampled auctions in Area I had over half the cattle volume, while Area IV had over half the volume of sheep, horses and mules. Volumes of hogs was not concentrated in any one area. The livestock volume was divided quite evenly among the months of the year with peak movements usually occurring in the spring and fall.

Consignments were small, averaging under 3 head except for sheep. This is attributable to the patronizing of auctions by small producers and the custom in Texas of selling most types of livestock in single head lots.

Cattle provided the bulk of the sales revenue with sheep second and hogs third. Steers and calves were the major cattle classes and ewes and lambs made up the bulk of sheep sales.

Over half of each species of livestock was consigned by farmers and ranchmen, with livestock dealers the second most important group. Ranchmen and farmers are also the major buyers of cattle and hogs while livestock dealers are the major buyers of sheep and horses.

About three-fourths of the cattle were sold by weight and the remainder sold by the head. Slightly more than half of the sheep and about three-fourths of the hogs sold by weight while about three-fourths of the horses sold by the head.

Most consignments of livestock come from the area close to the auctions with almost half of the cattle and over half the other classes of livestock transported less than 25 miles. This



is attributable to the relatively heavy concentration of auctions in the major livestock areas. Purchased livestock tend to be transported somewhat longer distances with about two-thirds of the cattle and three-fifths of the sheep transported more than 25 miles. Truck transportation predominates for both consigned and purchased livestock.

Characteristics of the livestock consignments in each area are shown in the area tables and are discussed in the accompanying text. Differences among the areas are attributable to the larger ranches in Areas I and IV and the smaller farms in Areas II and III. There are no significant differences among the Texas auctions in methods of buying and selling livestock.

## APPENDIX

## Livestock auctions operating in Texas, October 1950.\*

County	Name of auction	Town	Sale day
Anderson	Palestine LS Auction	Palestine	Wed.
Angelina	Huntington Auction Sale	Pollok	Wed.
Austin	Sealy Auction Company	Sealy	Wed.
Bailey	Muleshoe Livestock Comm.	Muleshoe	Wed.
Bastrop	Smithville Livestock Comm.	Smithville	Thur.
Baylor	Gilstrap & Shawver	Seymour	Fri.
Bee	Beeville LS Producers	Beeville	Wed.
	Bee County LS Auction	Beeville	Mon.
Bell	Temple Auction Co.	Temple	Tue.—Thur.
Bosque	Clifton LS Commission	Clifton	Wed.
	Walnut Spgs. Auction Sale	Walnut Springs	Thur.
Bowie	Texarkana Stockyards Co.	Texarkana	Daily
	Owen Brothers H & M Co.	Texarkana	Fri.—Sat.
Brazos	Bryan LS Comm. Co.	Bryan	Wed.
Brown	Brownwood LS Auction	Brownwood	Mon.—Wed.
	Ead & Cole Comm. Co.	Brownwood	Thur.
Burnet	Burnet Commission Co.	Burnet	Mon.
Caldwell	Adams Auction Sales	Lockhart	Thur.
Cameron	Arroyo Sales Yard	San Benito	Tue.
Camp	Pittsburg LS Comm. Co.	Pittsburg	Wed.
Cass	Morris & Son	Douglasville	Wed.
Cherokee	Jacksonville Auction Sale	Jacksonville	Sat.
Childress	Childress LS Commission	Childress	Wed.
Coleman	Coleman LS Auction	Coleman	Mon.
Collingsworth	Joe Roundtree Comm.	Wellington	Mon.
Colorado	Columbus LS Comm.	Columbus	Thur.
Comanche	McDougal Barn	Comanche	Sat.
Cooke	Muenster Auction Barn	Muenster	Sat.
	Gainesville Auction Sale	Gainesville	Wed.
Coryell	Gatesville Comm. Co.	Gatesville	Sat.
	Evant Comm. Co.	Evant	Thur.
Dallam	Rexford LS Comm.	Dalhart	Fri.
Dallas	Carrollton Sales Barn	Carrollton	Fri.
	Dallas Stockyards Co.	Dallas	Tue.
	McNalley's Trading Post	Mesquite	Sat.
Dawson	Lamesa Auction	Lamesa	Mon.
DeWitt	Cuero LS Comm. Co.	Cuero	Fri.
Eastland	Ranger LS Comm. Co.	Ranger	Fri.
	Sig Faircloth LS Comm.	Eastland	Tue.
	Eastland County LS Exch.	Cisco	Mon.
Ellis	Ennis LS Comm.	Ennis	Wed.
	Hill Brothers Sales Barn	Midlothian	Tue.
	Waxahachie LS Auct. Sales	Waxahachie	Fri.
Erath	Stephenville LS Comm.	Stephenville	Wed.
Fayette	Schulenburg LS Comm.	Schulenburg	Wed.
	Flatonia LS Comm.	Flatonia	Mon.
	LaGrange LS Comm.	LaGrange	Fri.
Frio	Frio Co. Comm. Co.	Pearsall	Thur.
Gillespie	Gillespie Sale Barn	Fredericksburg	Wed.
Gonzales	Gonzales LS Comm. Co.	Gonzales	Sat.
Grayson	Howe LS Comm.	Howe	Fri.
	Denison LS Comm.	Denison	Mon.
Gregg	Longview LS Exch.	Longview	Thur.

\*Information in the appendix was supplied by the Livestock Sanitary Commission of Texas.

County	Name of auction	Town	Sale day
Guadalupe	Seguin LS Auction	Seguin	Wed.
Hale	Plainview LS Auction	Plainview	Tue.
Hall	Hall County Comm. Co.	Memphis	Thur.
Hamilton	Hamilton Comm.	Hamilton	Tue.
	Hico Comm. Co.	Hico	Sat.
Hardeman	Quanah LS Comm.	Quanah	Fri.
Harris	Crosby Auction	Crosby	Tue.
	N. Houston Stockyards	Houston	Fri.
	Gray Auction Company	Hockley	Thur.
Harrison	Marshall LS Exch.	Marshall	Mon.
Hartley	Dalhart Weekly LS Auction	Hartley	Tue.
Hays	Green Valley LS & Comm. Company	San Marcos	Tue.
Henderson	Athens Comm. Co.	Athens	Fri.
	Henderson County Comm. Company	Athens	Thur.
Hidalgo	Valley LS Yard	Mercedes	Mon.
	Haggard Sale Yard	Pharr	Thur.
Hidalgo	Community Sale Barn	Edinburg	Sat.
Hill	Hubbard Auction Co.	Hubbard	Mon.
Hopkins	Sulphur Springs LS Comm.	Sulphur Springs	Mon.
Houston	Houston County LS Comm.	Crockett	Mon.
	Crockett LS Auction	Crockett	Tue.
Howard	Big Spring LS Auction	Big Spring	Wed.
Jack	West Texas Comm. Co.	Jacksboro	Thur.
Jasper	Jasper LS Comm.	Jasper	Wed.
Jefferson	Coastal Sale Assn.	Beaumont	Tue.
Jim Wells	South Texas Auc. & Comm.	Alice	Tue.
	Alice LS Comm. Co.	Alice	Fri.
Johnson	Cleburne LS Auction	Cleburne	Sat.
Jones	Stamford LS Exchange	Stamford	Wed.
Karnes	Kenedy LS Exch.	Kenedy	Thurs.
Kerr	Kerrville Auc.	Kerrville	Tue.
Kimble	Rancher's Commission Co.	Junction	Wed.
Knox	Munday LS Auction	Munday	Tue.
Lamar	Paris Comm. Co.	Paris	Thurs.
	Lamar County LS Comm.	Paris	Wed.
Lampasas	Lometa Comm. Co.	Lometa	Fri.
	Lampasas Comm. Co.	Lampasas	Wed.
Lavaca	Hallettsville Auction Co.	Hallettsville	Mon.—Tue.
Lee	Lexington LS Comm. Co.	Lexington	Sat.
Leon	Buffalo LS Comm.	Buffalo	Sat.
Liberty	Cleveland Auc. Co.	Cleveland	Wed.
Liberty	Dayton Auction Co.	Dayton	Mon.
Limestone	Groesbeck LS Comm.	Groesbeck	Thur.
	Mexia LS Auction	Mexia	Tue.
Live Oak	Three Rivers LS Comm.	Three Rivers	Wed.
Llano	Llano Auction Sales Co.	Llano	Wed.
Lubbock	Lubbock Auction & Comm.	Lubbock	Wed.—Thur.
McCulloch	Heart of Texas Comm.	Brady	Tue.
McLennan	MacArthur Comm. Co.	Waco	Mon.—Wed.
	Leggett LS Auction	Waco	Mon.—Fri.
Mason	Mason LS Auction	Mason	Thur.
Matagorda	Gulf Coast LS Comm.	Palacios	Mon.
Medina	Hondo LS Auction Co.	Hondo	Wed.
Midland	Midland LS Auction	Midland	Thur.
Mills	Mills County Comm.	Goldthwaite	Mon.—Fri.
Mitchell	Mitchell Co. LS Auction	Colorado City	Sat.
Montague	Nocona Sale Barn	Nocona	Thur.

County	Name of auction	Town	Sale day
Montgomery	Conroe Comm. Co.	Conroe	Thur.
Nacogdoches	Nacogdoches LS Exch.	Nacogdoches	Fri.
Navarro	Corsicana Auction Co.	Corsicana	Sat.
Nolan	Webster Auction Co.	Sweetwater	Wed.
Nueces	Robstown LS Comm. Co.	Robstown	Thur.
Ochiltree	Perryton Sale Co.	Perryton	Fri.
Palo Pinto	Mineral Wells LS Comm.	Mineral Wells	Sat.
Panola	Carthage Auction Sale	Carthage	Tue.
Polk	Livingston LS Exch.	Livingston	Sat.
Potter	Amarillo LS Auction	Amarillo	Mon.—Tue.
	Texas LS Auction Co.	Amarillo	Wed.
Robertson	Franklin Auction Co.	Franklin	Tue.—Fri.
	Calvert LS Auction	Calvert	Tue.
Runnels	Ballinger Auction & Comm.	Ballinger	Tue.
	Winters Auction Barn	Winters	Wed.
Rusk	Henderson Auc. Sale Barn	Henderson	Mon.
	Tatum Livestock Auc.	Tatum	Sat.
	Nix LS Auction	Henderson	Mon.
San Saba	San Saba County Comm. Company	San Saba	Tue.
San Augustine	Renfro LS Auction	San Augustine	Thur.
Shelby	Center LS Auction	Center	Wed.
Sherman	Augustine LS Sales Co.	Texhoma	Mon.
Smith	Smith County Auc. Barn	Tyler	Tue.—Fri.
	Tyler LS Comm. Co.	Tyler	Wed.—Sat.
Stephens	Breckenridge LS Exch.	Breckenridge	Thur.
Swisher	Tulia LS Auction	Tulia	Fri.
Tarrant	Arlington Auction	Arlington	Thur.
	Crowley Auction	Crowley	Mon.
Taylor	Abilene LS Comm.	Abilene	Tue.—Thur.
	Producers Comm. Co.	Abilene	Mon.—Fri.
Titus	O. L. Colley Co.	Mt. Pleasant	Tue.
Tom Green	Producers LS Auction	San Angelo	Tue.—Wed.
	San Angelo Auction	San Angelo	Mon.—Sat.
	Mid-West Feed Yards	San Angelo	
Travis	Union Stockyards	Austin	Daily
	Austin Stockyards	Austin	Tue.
	Capitol Auction Co.	Austin	Mon.—Fri.
Trinity	Groveton LS Comm. Co.	Groveton	Thur.
Tyler	Woodville LS Comm.	Woodville	Tue.
Upshur	Johnson Comm. Co.	Gilmer	Tue.
Uvalde	Uvalde LS Sale Co.	Uvalde	Sat.
Van Zandt	Wills Point LS Comm. Co.	Wills Point	Mon.—Thur.
Victoria	Victoria LS Comm. Co.	Victoria	Wed.
Washington	Brenham LS Auction	Brenham	Tue.
Wheeler	Mobeetie Sales Co.	Mobeetie	Sat.
	Shamrock LS Auction	Shamrock	Fri.
Wichita	Burkburnett LS Sale	Burkburnett	Sat.
	Wichita LS Auction	Wichita Falls	Wed.
Wilbarger	Vernon Stockyards Co.	Vernon	Thur.
Williamson	Taylor Comm. Co.	Taylor	Wed.
	Georgetown Comm. Sale	Georgetown	Mon.—Fri.
Wilson	Nixon Auc. Sales Barn	Nixon	Fri.
	Floresville LS Comm. Co.	Floresville	Tue.
Wise	Decatur Auction	Decatur	Wed.
	Bridgeport Auction Co.	Bridgeport	Sat.
Wood	Jones & Gorman LS Comm.	Winnsboro	Fri.
Young	Olney Auction	Olney	Tue.
	Graham LS Comm.	Graham	Mon.



## Auctions Closed at the Present Time\*

County	Name of auction	Town	Sale day
Anderson	Sherwood Cook	Palestine	Tue.
Bastrop	Bastrop Livestock Comm.	Bastrop	Tue.
Blanco	Blanco Comm. Co.	Johnson City	Sat.
Burleson	Caldwell LS Exchange	Caldwell	Tue.
Cameron	Community Sale Yard	Harlingen	Tue.
Cherokee	Cherokee County LS Auc.	Jacksonville	Thur.
Collin	Anna Comm. Co.	Anna	Wed.
Collingsworth	Dodson LS Comm.	Dodson	Thur.
Comanche	Gustine Sales Co.	Gustine	Wed.
Dallas	Diamond D Auction Co.	Dallas	Fri.
	Pleasant Mound Sales Barn	Dallas	Fri.
Ellis	Silver Dollar	Midlothian	Tue.
Freestone	Fairfield LS Auction	Fairfield	Mon.
	H. C. Granberry LS Exch.	Fairfield	Wed.
Fannin	Bonham Auction Barn	Bonham	Wed.
	Trenton Auction Sale	Trenton	Tue.
Foard	Crowell LS Comm.	Crowell	Wed.
Grimes	Navasota Auction	Navasota	Tue.
Hill	Hillsboro Auction Co.	Hillsboro	Thur.
Howard	West Texas LS Auction	Big Spring	Tue.
Kaufman	Kemp Comm. Co.	Kemp	Sat.
Lipscomb	Higgins LS Sale	Higgins	Tue.
McCulloch	George Dutton	Brady	Sat.
Matagorda	Gulf Coast LS Exchange	Matagorda	Wed.
Polk	Polk County LS Comm. Co.	Livingston	Mon.
Rusk	Mt. Enterprise LS Auction	Mt. Enterprise	Sat.
Tarrant	Ft. Worth H & M Comm.		
	Company	Fort Worth	Mon.
Trinity	Trinity LS Auction House	Trinity	Fri.
Van Zandt	Grand Saline Auction	Grand Saline	Tue.

\*Information in the appendix was supplied by the Livestock Sanitary Commission of Texas.